# Attached are:

Company Profile for Nagy Property Consultants, Inc.

Resume/Qualifications for Steven E. Nagy, MAI, CCIM

Resume/Qualifications for Howard S. Marshall

# COMPANY PROFILE NAGY PROPERTY CONSULTANTS, INC.

Nagy Property Consultants, Inc. is a real estate appraisal and consulting firm in Phoenix, Arizona, which assists in the real estate and lending decision process of banks, life insurance companies, mortgage brokers, owners, asset managers, pension fund advisors, attorneys, tenants, etc., regarding valuation and analysis of a wide spectrum of properties. The specific scope of services includes:

Real Estate Appraisal Expert Witness Testimony Highest and Best Use Analysis Project Marketability Analysis Real Estate Appraisal Review

# Areas of Expertise:

Apartments
Vacant Land
Office Buildings
Subdivision Analysis
Medical Office Buildings
Single Family Residences
Retail Projects
Special Use Properties Distribution Industrial Buildings
Office Warehouse Buildings
Hotels, Golf Courses, Mini Storage, RV

Resort Parks, etc.

Geographic areas principally involve the Phoenix metropolitan area, additional Arizona locations such as Tucson, Flagstaff, Sedona, Prescott, and Payson, plus selected areas of California and Nevada.

#### Background of the Principal - Steven E. Nagy, MAI, CCIM:

MAI Designated Member, Appraisal Institute
MBA Degree, Arizona State University
CCIM Designated Member, Commercial Investment Real Estate Institute
Arizona Certified General Real Estate Appraiser 30136
Appraisal office in Phoenix, Arizona, since 1977, with a research and appraisal staff utilizing a wide array of information services, and contemporary analytical techniques.

#### **Business Affiliations/Clients:**

Local and national major lending institutions operating in Arizona
Real Estate Trust and Pension Fund Advisors
Attorneys - Bankruptcy, Condemnation, Divorce Settlement Property Analysis
A wide variety of local and national real estate development entities
Government agencies and private parties - Condemnation Acquisition Analysis
A specific list of clients served by the appraisers in the firm are listed on the next page.

# COMPANY PROFILE NAGY PROPERTY CONSULTANTS, INC. (Continued)

The following is a partial list of clients served by the firm:

Bank One Northland Financial Co.

Bank of America Sunrise Mortgage & Investment

Wells Fargo Bank Catalina Mortgage

Chase Bank Balcor

M & I Thunderbird Bank Keystone Mortgage Partners

Fleet Bank Eberhardt Company
KredietBank WMF Robert C.Wilson

Trammel Crow Company GMAC Commercial Mortgage

JMB Institutional Realty Corp. Kenwood Mortgage Harris Trust Bank Del E. Webb Corp.

Aid Association for Lutherans American Capital Resources

First National Bank of Chicago J.E. Robert Co.
Allstate Insurance Company TRI Financial

ReliaStar (American Mutual) Insurance Co.

Standard Insurance Company

Money Store Investment Corp.

Auto-Owners Insurance Company

State Farm Insurance Co. PFC Corporation

CUNA Mutual Life Insurance CitiBank

Kansas City Life Insurance Reywest Development Company
General Electric Financial Assurance Resolution Trust Corporation
Federal Deposit Insurance Corporation Bureau of Land Management
General Services Administration Washington Square Capital
City of Phoenix Federal Aviation Administration

City of Glendale City of Tempe

City of Scottsdale Arizona Department of Transportation

Maricopa County Dept. of Transportation O'Connor Cavanaugh

Sundt Corp. Phoenix Union High School District

Warner Angle Roper & Hallum Treon Strick Lucia & Aguirre

warner Aligie Roper & Hallum Treon Strick Lucia & Agunte

Glover & Van Cott
Poli & Ball
Tielborg, Sanders & Parks
Fennemore Craig
Dushoff and McCall
Gust Rosenfeld

Tishman West Management Co. Pinnacle Peak Development Co.

Discount Tire Co. Roadway Express Co. Weyerhaeuser Mortgage Co. Big O Tires, Inc.

United States Department of Agriculture Trinity Broadcasting Network

GPM Life Insurance General American Life Insurance Co.
Argent Financial Corp. Blue Cross/Blue Shield of Arizona

Contact: Steven E. Nagy, MAI, CCIM

Nagy Property Consultants, Inc.

2415 East Camelback Road, Suite 700

Phoenix, Arizona 85016-4245

(602) 995-1900 FAX: (602) 995-8216

#### **QUALIFICATIONS OF STEVEN E. NAGY, MAI**

#### General Education

Master of Business Administration Degree, Arizona State University,

Tempe, Arizona, 1977

Bachelor of Arts Degree, Business Administration, Michigan State University,

East Lansing, Michigan, 1976.

# Professional Membership/Qualification

MAI Member, Appraisal Institute,

Member Appraisal Institute Designation (1983), currently certified.

Regional Member, Professional Standards Panel.

Certified General Real Estate Appraiser 30136, State of Arizona

CCIM Designated Member, Commercial Investment Real Estate Institute

Phoenix Board of Realtors

Arizona Association of Realtors

Licensed Real Estate Salesman, State of Arizona

Qualified as an Expert Witness in Superior Court of Maricopa County, Arizona, and United States Federal Bankruptcy Court.

### Appraisal Experience

1986 to Present - Principal of Nagy Property Consultants, Inc., Phoenix, Arizona. Specializing in the appraisal and marketability analysis of office, retail, industrial, and apartment properties, plus master planned sites, vacant land, and residences, for lending, development consulting, and litigation support purposes.

1977 to 1986 - Staff Appraiser and Consultant for Ryan and Associates, Inc., Phoenix, Arizona. Appraisal of all types of properties with emphasis on commercial, industrial, and multiple-family income producing properties, plus vacant land and single-family residences.

# Appraisal Education

The following is a list of appraisal courses and seminars attended:

Fundamentals of Real Estate Appraisal

Case Studies in Real Estate Valuation

Income Capitalization Statistical Analysis Real Estate Law

Financial Spreadsheet/DCF Analysis

Hotel/Resort Valuation RTC/FDIC Regulations

Water Rights

Low and Moderate Income Housing

Risk Analysis

Litigation Valuation Business Valuation

Fair Lending

Uniform Residential Appraisal Report Environmental Factors in Appraisal Standards of Professional Practice -A&B

Geographic Information Systems

**Subdivision Analysis** 

Americans with Disabilities Act Economic Forecast (Annually)

### QUALIFICATIONS OF HOWARD S. MARSHALL

#### General Education

Bachelor of Arts Degree, Secondary Education, (minor in Architecture) Arizona State University, Tempe, Arizona, 1967

# Professional Membership-Qualification

Certified General Real Estate Appraiser 30734, State of Arizona Arizona Association of Realtors, GRI designation Scottsdale Board of Realtors National Association of Realtors Licensed Real Estate Agent, State of Arizona

# Appraisal Experience

1990 to Present - Commercial Appraiser, Nagy Property Consultants, Inc. Analytical and research assignments involve apartment complexes, retail centers, office complexes, industrial buildings, recreational vehicle parks, subdivisions, and vacant land.

#### Appraisal Education

Advanced Income Capitalization - Appraisal Institute, June, 1995

Appraisal Procedures - Appraisal Institute, July, 1993

Standards of Professional Practice, Part A & Part B -

Appraisal Institute, February, 1992

Capitalization Theory & Tech. Part A - American Institute of Real

Estate Appraisers, October, 1990

Residential Valuation - American Institute of Real Estate

Appraisers, February, 1990

Real Estate Appraisal Principles - American Institute of Real

Estate Appraisers, February, 1990

Appraising the Single-Family Home - Professional Institute of Real

Estate, January, 1990

Real Property Valuation - Arizona School of Real Estate, November, 1989

Additional Seminars, 1979 - Present, covering topics such as real estate law, sales,

financing, environmental issues, fair housing, management, and computer applications.